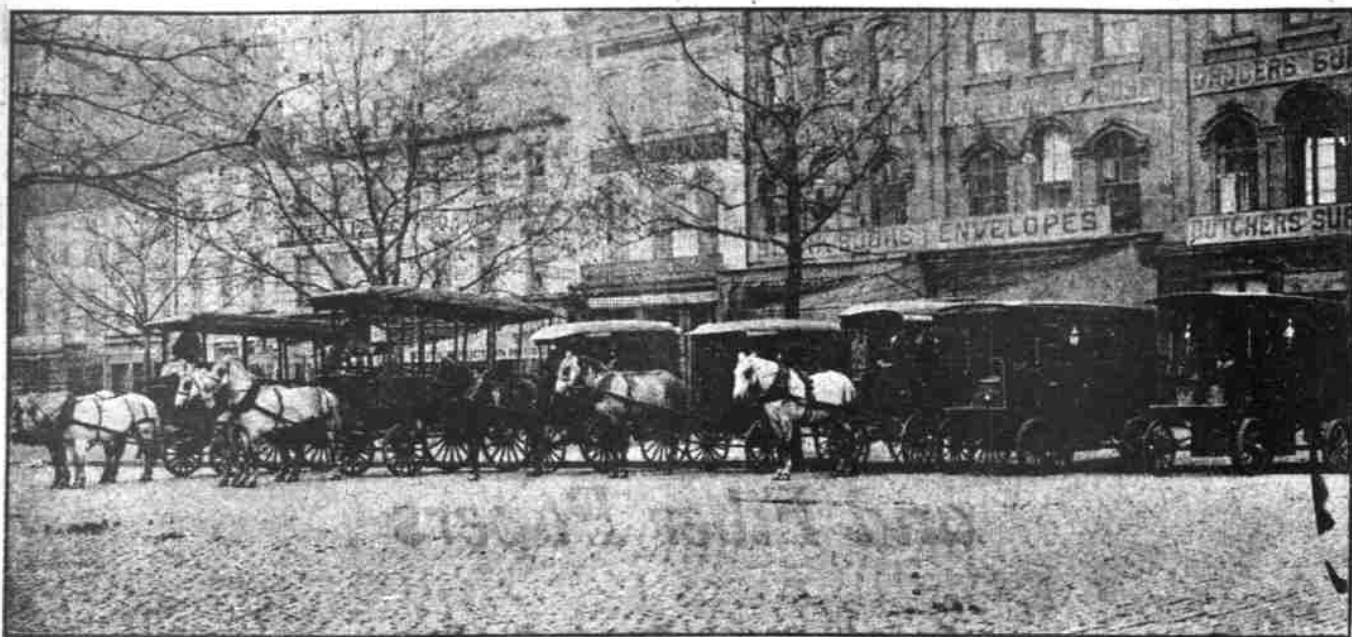


# "MAKING READY FOR MORNING DELIVERY."



## "HURRY-UP" SYSTEM PROVES VALUABLE TO THE PRINTERS

Delivery Wagons and Automobiles Always Ready. Good Care Taken of Aged Horses.

To handle the tremendous business of the R. P. Andrews Paper Company, there are fourteen delivery horses and three delivery automobiles in service from early morning until midnight. Mr. Andrews, a family of horses, takes a particular pride in all of these animals, and sees to it that on all occasions they are kept in absolutely perfect condition.

Besides the regular teams, there is one drawn to the fastest horse in the store, which does nothing but deliver hurry-up orders sent in on short notice. This is the famous "hurry-up" wagon which has saved many a printing establishment that had to close on immediate notice or had a customer.

The performance of the "hurry-up" wagon is reminiscent of a fire-alarm call. The "hurry-up" wagon will telephone the company, demanding in words, tones that it would up a roll of paper or some other stationery article at once.

There is a word of explanation about "hurry-up" wagon, or better yet, let us see it as soon as possible.

Three men leap into the wagon, while a contingent from the wholesale department hastily packs the paper and tosses it into the "hurry-up." In three minutes the wagon is off, well clanging, at full speed for the shop. In ten minutes the three men have commenced unloading the order at the printer's door.

"The hurry-up" then returns to the store of the paper company and awaits another printer's call. All printers of Washington swear by the company for this one unique innovation. It assures them they can get what they want when they want it.

Though the horses of the paper company, like the employees, are expected to do their work, they are well treated in their old age. Besides a special stable, where they are tended by the company's own employees, the horses are privileged to the use of a farm out in Maryland, where Mr. Andrews pays their board when they are ill or superannuated. There are half a dozen veterans of the company at this farm now, doing nothing but rolling in clover and recalling their days of strife in a great city.

## ALFRED TENNYSON KING OF JOLLIES

City Sales Manager Has a Soft, Gentle Voice.

A jolly of jollies is Alfred Tennyson, city sales manager of the R. P. Andrews Paper Company.

Most of us remember Alfred Tennyson as a sad-faced, bewhiskered person, with a weakness for babbling brooks that run forever and a line of poetry that continually carried an undercurrent of sorrow. This Alfred Tennyson is smooth-shaven, jovial, and so far as any man knows, is without the poetic streak that characterized his distinguished namesake.

When a customer calls up to inquire why he blazes this, that, or the other, it is the soft, gentle voice of Alfred Tennyson that calms him and results in extra orders. When a man in the city sales department doesn't accomplish what Tennyson thinks he ought to accomplish, this same voice, calm and insistent, awakes him to a sense of duty unperformed, and incidentally increases the business of the firm.

He knows that the firm for which he works can deliver the goods. He knows,

furthermore, that when a man wants one particular thing, it is suicidal to try to sell him something else. He knows, last of all, that it is to the firm's best interests to sell the best that it has.

Tennyson is at his best when he is telling a story. Had he lived in the age when Cerebus guarded the gates of Hades and shook his triple head, the famed sop would have been unnecessary. Alfred would have told him a yarn, and Cerebus would have grinned affably, wagged his tail, and followed the city sales manager forever more.

Oh, he is a monumental jolly!

### DECALOGUE OF BUSINESS LIFE.

Terse English Used on List in Private Office.

Some afternoon when you get acquainted with him, drop into the private office of R. P. Andrews and look at the little list of commandments that he has printed and hung on the right-hand side of the entry door. They are called the "Ten Commandments of a Business Man" and they are in terse, ultra-modern English.

"I don't care what you do after business hours," is one of the lines. "Don't do your kicking outside of the office," reads another. "Come to my office and tell me about it." "Don't get mad if I criticize your work," says a third. "If you weren't worth criticizing I'd discharge you." Every one of them has a snap to it. And every one is lived up to by the members of the office.

"You can get it at Andrews."

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